

8 DECEMBER 2020

THAILAND / REAL ESTATE

## LAND AND HOUSES LH TB

BUY

TARGET PRICE THB9.60  
CLOSE THB8.20  
UP/DOWNSIDE +17.1%  
TP vs CONSENSUS +9.3%

## Still a happy home

ผู้ได้ประโยชน์หลังสิ้น COVID จากจุดแข็งในด้านโครงการแนวราบ

LH เป็นผู้นำในตลาดแนวราบ โดยมีส่วนแบ่งประมาณ 10% ในตลาดบ้านเดี่ยวในกรุงเทพฯ เชื่อว่าแนวโน้มที่ผู้บริโภคกำลังหันเข้าหาโครงการแนวราบจากปัญหาการแพร่ระบาด COVID-19 จะต่อเนื่องไปในปี 2021 LH กระจายความเสี่ยงจากธุรกิจอสังหาริมทรัพย์ไปสู่ธุรกิจโรงแรมและห้างสรรพสินค้า (11% ของรายได้รวม) ซึ่งเราคาดว่าจะฟื้นตัวได้ในปี 2021 หลังได้รับผลกระทบอย่างรุนแรงเนื่องจากนักท่องเที่ยวหายไปในช่วงโรคระบาด LH วางแผนขายอสังหาริมทรัพย์อย่างน้อย 1 แห่งต่อปีเพื่อให้กำไรมีเสถียรภาพ และสามารถจ่ายผลตอบแทนในรูปเงินปันผลได้อัตราที่ยั่งยืน โดยเราคาดว่าจะอยู่ที่ 6.3-7.1% ในปี 2021-22

## ยอดขายโครงการที่ดีจะช่วยหนุนแนวโน้มกำไร

LH รายงานยอดขายโครงการที่ดีใน 3Q20 โดยอยู่ที่ 7.7 พัน ลบ. (+35% y-y) ตัวเลขดังกล่าวได้แรงหนุนจากอัตราการจองที่อยู่ในระดับสูงถึง 30% ของ Anya (โครงการบ้านแฝด 3 โครงการ มูลค่ารวม 4.8 พัน ลบ.) ในช่วง 9M20 บริษัท มียอดขายโครงการรวม 21.3 พัน ลบ. คิดเป็น 76% ของเป้าหมายทั้งปีของบริษัท ที่ 28 พัน ลบ. LH มียอดขายคอนโดมิเนียมรับรู้เป็นรายได้จำนวน 4.4 พัน ลบ. โดยบริษัท ควรรับรู้ 2.5 พัน ลบ. และ 1.9 พัน ลบ. เป็นรายได้ในปี 2021/2022 คิดเป็น 8% และ 9% ของประมาณการรายได้จากการขายอสังหาริมทรัพย์ของเราในปี 2020-21 โดยปกติรายได้จากการขายคอนโดคิดเป็น 5-10% ของยอดขายอสังหาริมทรัพย์ของ LH เราเชื่อว่าบริษัท จะรายงานยอดขายที่ดีจากโครงการบ้านแฝดอย่างต่อเนื่อง ซึ่งจะเกื้อหนุนกำไรของบริษัท ในปี 2021E

## วางแผนขาย 1 โครงการต่อปี

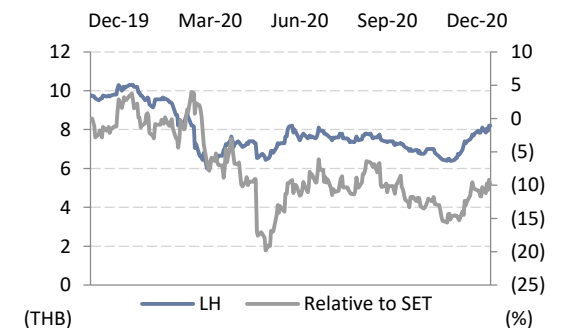
ปัจจุบัน LH มีอาคารชุด 4 แห่งในสหรัฐฯ ประกอบด้วย Mode, Parc, Yard, และ Revere และอสังหาริมทรัพย์อีก 3 แห่งในประเทศไทย ประกอบด้วย Grand Center Point Ploenchit และ Pattaya และ Terminal Pattaya ซึ่งบริษัท สามารถขายออกได้ทั้งหมด LH ขาย Mode ไปในเดือน ต.ค. 20 ที่ราคารวม USD80 ล้าน ซึ่งเราคาดว่าบริษัท จะบันทึกกำไรจำนวน 400 ลบ. ใน 4Q20 นอกจากนี้ บริษัท กำลังก่อสร้าง Terminal Praram 3 (กำหนดเปิดให้บริการภายใน 4Q21) และโครงการอสังหาริมทรัพย์อีก 2 แห่ง กล่าวคือ Grand Center Point Pattaya สาขา 2 และ Grand Center Point Lumpini (กำหนดเปิดให้บริการในปี 2022-23)

## หุ้น Resilient มาพร้อมกับผลตอบแทนในรูปเงินปันผลที่ดี

เรากลับมาเริ่มรายงาน LH ด้วยคำแนะนำซื้อที่ราคาเป้าหมาย 9.6 บาท (SoTP) เราประเมินมูลค่าธุรกิจอสังหาริมทรัพย์ของบริษัท โดยใช้ค่า P/E ที่ 10x เท่ากับค่าเฉลี่ยของกลุ่ม ในขณะที่เราใช้ส่วนลด 20% กับธุรกิจการลงทุนของบริษัท ปัจจุบันหุ้นมีการประเมินมูลค่าในระดับต่ำ โดยมีการซื้อขายที่ค่า 2021E P/E เพียง 13x เทียบกับค่าเฉลี่ยย้อนหลัง 5 ปีที่ 15x

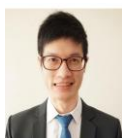
## KEY STOCK DATA

YE Dec (THB m)	2019	2020E	2021E	2022E
Revenue	29,762	29,611	32,605	36,073
Net profit	10,025	6,315	7,414	8,316
EPS (THB)	0.84	0.53	0.62	0.70
vs Consensus (%)	-	(2.8)	(1.9)	11.1
EBITDA	6,262	5,433	6,432	7,414
Core net profit	7,751	6,315	7,414	8,316
Core EPS (THB)	0.65	0.53	0.62	0.70
Chg. In EPS est. (%)	nm	nm	nm	nm
EPS growth (%)	(14.1)	(18.5)	17.4	12.2
Core P/E (x)	12.6	15.5	13.2	11.8
Dividend yield (%)	8.5	5.4	6.3	7.1
EV/EBITDA (x)	23.0	27.8	24.0	21.4
Price/book (x)	1.9	1.8	1.7	1.7
Net debt/Equity (%)	85.1	95.5	97.5	101.6
ROE (%)	15.1	11.8	13.4	14.5



Share price performance	1 Month	3 Month	12 Month
Absolute (%)	25.2	10.8	(15.9)
Relative to country (%)	5.6	0.3	(9.2)
Mkt cap (USD m)	3,250		
3m avg. daily turnover (USD m)	8.4		
Free float (%)	52		
Major shareholder	Mr. Anant Asavabhokhin (24%)		
12m high/low (THB)	10.50/5.60		
Issued shares (m)	11,949.71		

Sources: Bloomberg consensus; FSSIA estimates



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บทวิเคราะห์ฉบับนี้แปลมาจากบทวิเคราะห์ของ FSSIA ฉบับวันที่ 8 ธันวาคม 2020

## Investment thesis

LH is a dominant player in the low-rise segment, with a c10% market share in the SDH segment in the Bangkok area. We believe the shifting consumer trend toward low-rise properties due to the COVID-19 outbreak will continue in 2021. LH diversified its core property business to the hotel and department store segment (11% of total revenue), for which we expect to see a recovery in 2021 after being hit hard by the absence of tourists during the pandemic. LH plans to divest at least one property per year to stabilise its bottom line, and could pay a sustainable dividend yield.

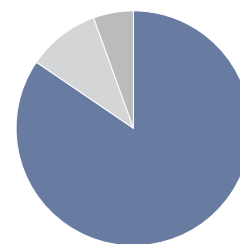
## Company profile

LH, after the 1997 Asian financial crisis, was the first developer to successfully recapitalise. During the past 20 years, LH has been the market leader in the prebuilt residential development segment, and has produced top quality products.

[www.lh.co.th](http://www.lh.co.th)

## Principal activities (revenue, 2019)

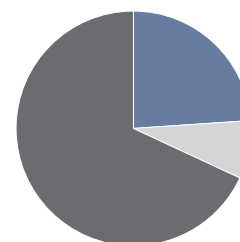
- Sales of real estate - 84.5 %
- Hotel operation income - 10.0 %
- Rental income - 5.5 %



Source: Land and Houses

## Major shareholders

- Mr. Anant Asavabhokhin - 23.9 %
- Government of Singapore Investment Corp - 8.0 %
- Others - 68.1 %



Source: Land and Houses

## Catalyst

Potential catalysts to drive LH's share price include:

- 1) New launches with good take-up rates from its low-rise projects;
- 2) Stronger-than-expected recovery of its hotel and department store business.

## Risk to our call

Key risks to our SoTP-based TP are slower responses to new launches and new project postponements. Key risks on the macro front include 1) a slower market expansion than we assume; 2) intensifying competition, which could undermine profitability; and 3) rising cost pressure.

## Event calendar

Date	Event
February 2021	4Q20 results announcement

## Key assumptions

	2019	2020E	2021E	2022E
	(%)	(%)	(%)	(%)
Residential sales (THB m)	25,152	26,845	28,456	31,302
Residential sales growth	(17.6)	6.7	6.0	10.0
Residential GPM	32.4	31.2	31.5	32.0
SG&A to sales	13.7	13.9	13.7	13.6

Source: FSSIA estimates

## Earnings sensitivity

- For every 1% increase in residential revenue, we project 2021 earnings to rise by 0.5%, and vice versa, all else being equal.
- For every 1% increase in GPM, we project 2021 earnings to rise by 3.4%, and vice versa, all else being equal.
- For every 1% increase in SG&A to sales, we project 2021 earnings to drop by 3.3%, and vice versa, all else being equal.

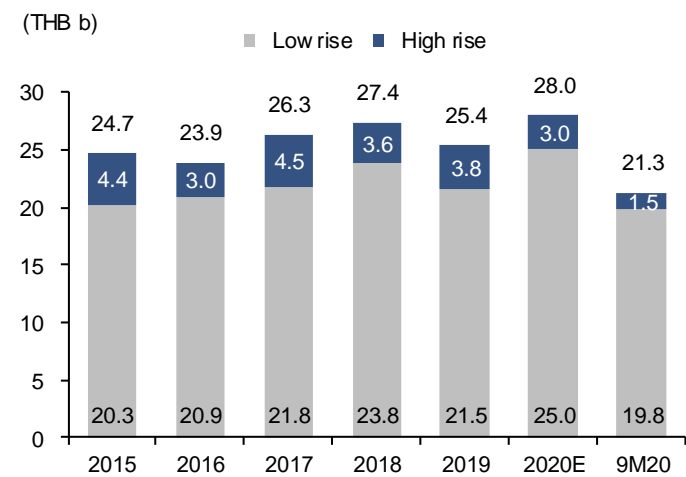
Source: FSSIA estimates

## Exhibit 1: SoTP valuation

SoTP valuation	Stake	Total shares	Price	Value	Remark
	(%)	(m)	(THB/share)	(THB m)	
HMPRO	30	13,151	16.5	65,598	Target price (THB16.5)
QH	25	10,714	2.5	6,659	Target price (THB2.5)
LHFG	21	20,919	1.1	4,901	Market price
LHPF	50	330	5.7	940	Market price
QCON	22	400	4.7	406	Market price
<b>Total NAV</b>				<b>78,504</b>	
<b>NAV @25% holding discount</b>				<b>62,803</b>	
QH's share fully-diluted (m)				10,714	
NAV of its investment				5.9	
Profit from property business				4,019	
EPS for property business				0.38	
Assumed 10x 2021 PE	10.0			3.75	
<b>Total NAV/share (THB)</b>				<b>9.6</b>	

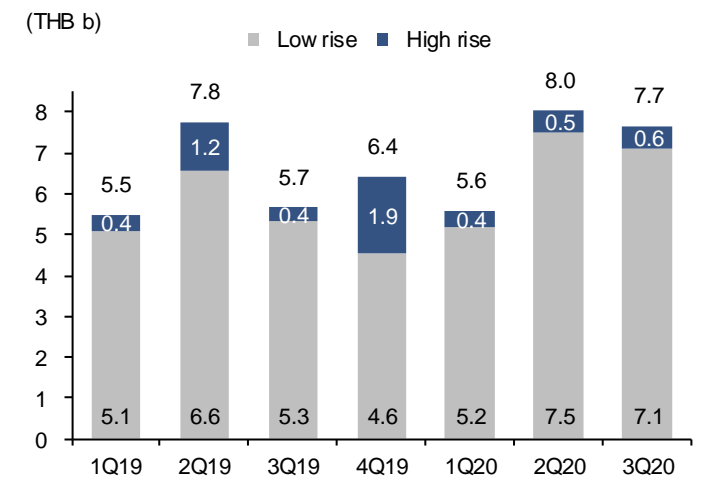
Source: FSSIA estimates

## Exhibit 2: Yearly presales and target



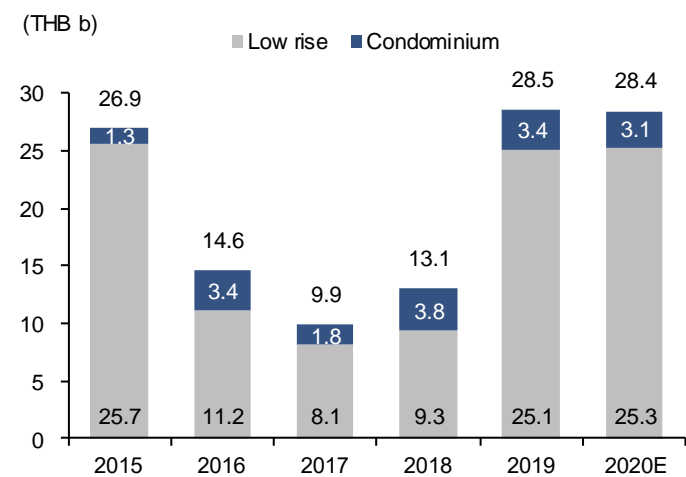
Sources: LH; FSSIA's compilation

## Exhibit 3: Quarterly presales



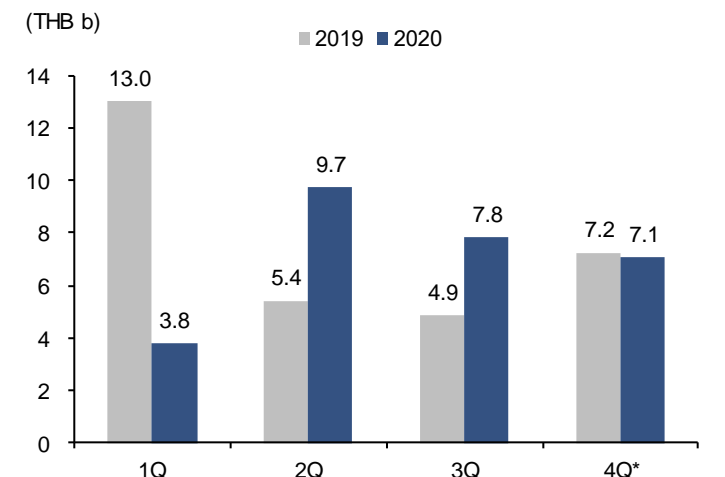
Sources: LH; FSSIA's compilation

## Exhibit 4: New launches have been increasing in 2019-20



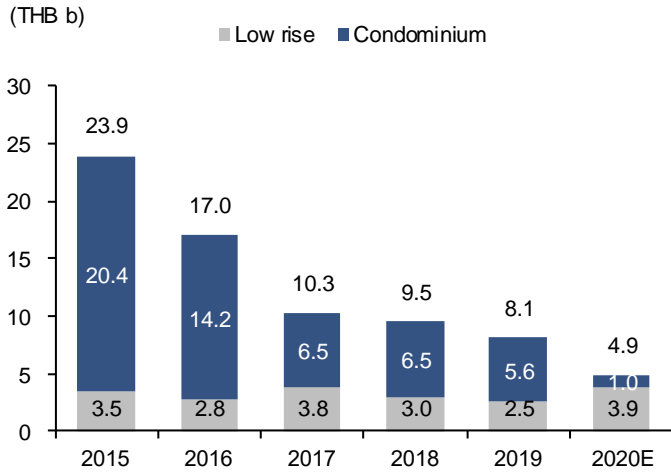
Sources: LH; FSSIA estimates

## Exhibit 5: Launch plan by quarter

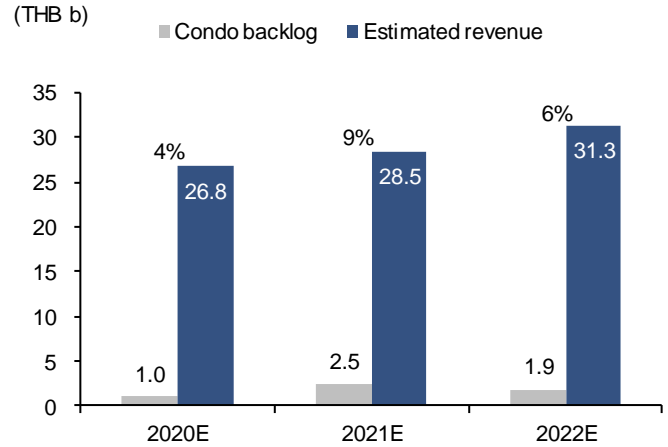


Note: \*4Q20 is FSSIA estimates

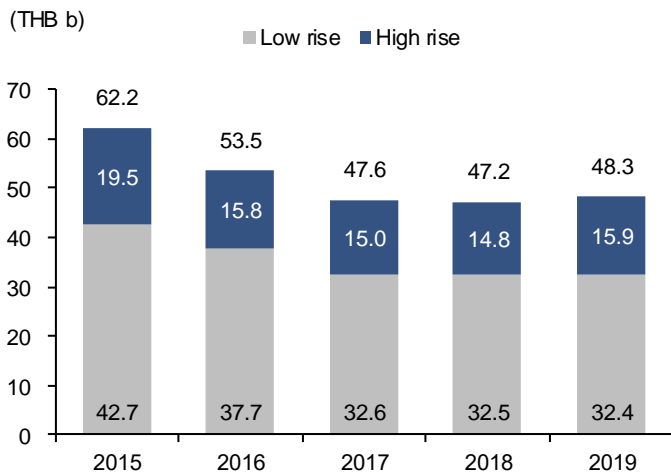
Sources: LH; FSSIA's compilation

**Exhibit 6: Backlog**

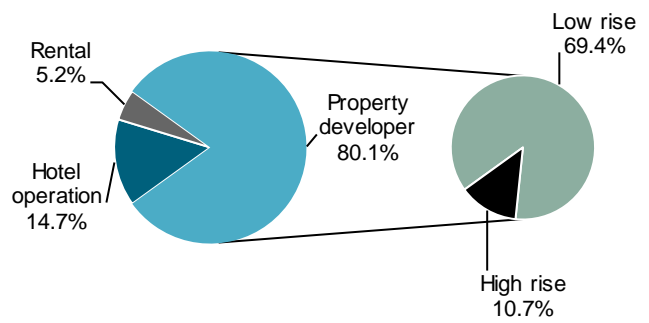
Source: LH estimates

**Exhibit 7: Condo backlog transfer schedule vs revenue forecast**

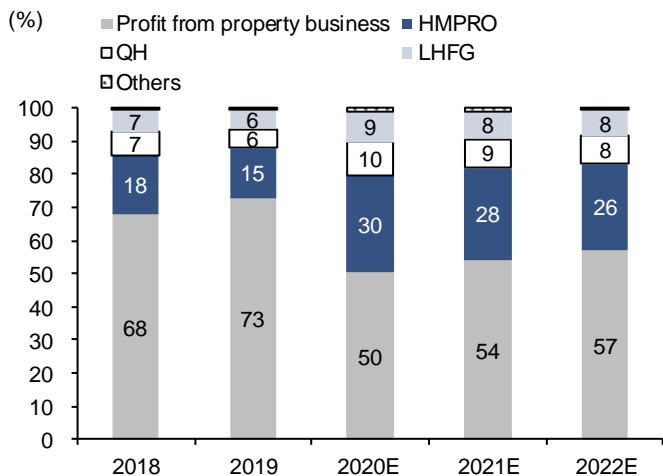
Sources: LH; FSSIA estimates

**Exhibit 8: Inventory**

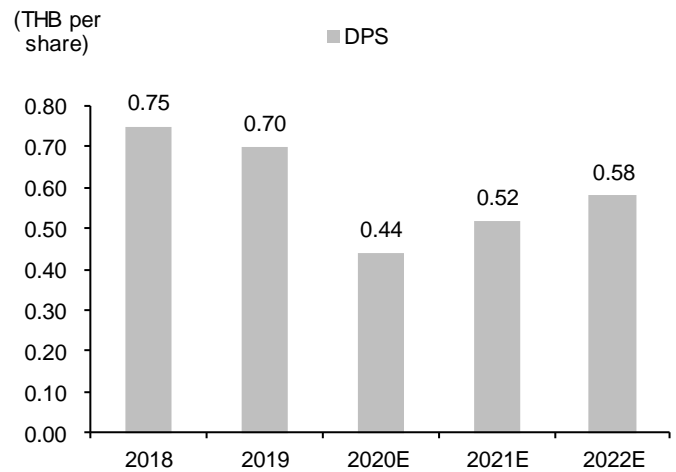
Sources: LH; FSSIA's compilation

**Exhibit 9: Revenue breakdown by business as of 2019**

Sources: LH; FSSIA's compilation

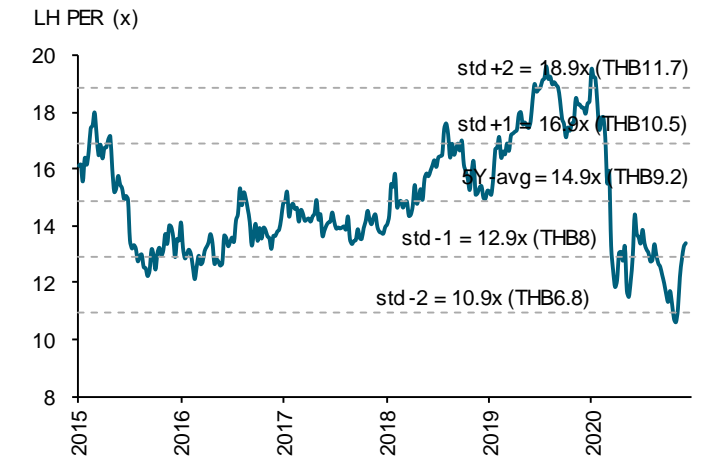
**Exhibit 10: Net profit contribution breakdown**

Sources: LH; FSSIA estimates

**Exhibit 11: Dividend per share**

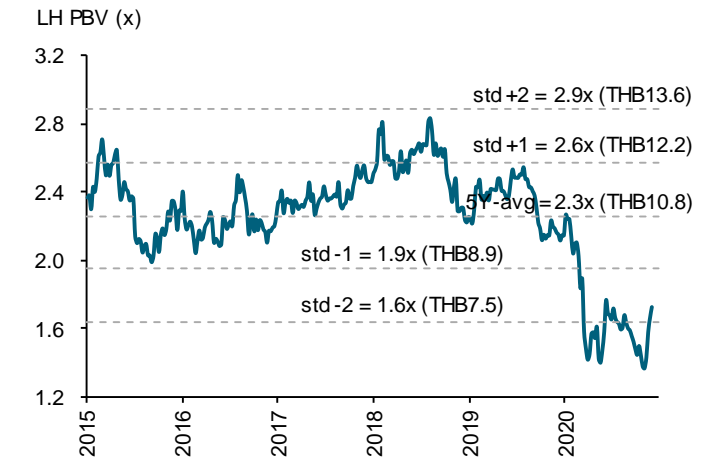
Sources: LH; FSSIA estimates

Exhibit 12: Rolling one-year forward P/E band



Sources: Bloomberg; FSSIA estimates

Exhibit 13: Rolling one-year forward P/BV band



Sources: Bloomberg; FSSIA estimates

Exhibit 14: Condominium transfer schedule

Project	Value (THB m)	% Sales (%)	2020				2021				2022			
			Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
The Key - Charoen Rat	3,000	123												
The Room - Suk. 69	2,630	106												
The Room - Sathorn 11	1,880	102												
The Room - Charoen Krung	2,000	77												
The Bangkok - Sathorn	7,500	91												
The Bangkok - Suk. 55	4,000	38												
North 2 - Chiang Mai	160	100												
North 3 - Chiang Mai	160	94												
North 4 - Chiang Mai	185	95												
North 5 - Chiang Mai	160	96												
North 6 - Chiang Mai	170	71												
The Ease 2 - Rama II	760	58												
The Room Sukhumvit 38	3,200	11												
The Room Phayathai	3,900	43												
The Key Petchkasem	2,200	36												
The Key Rama 3	2,000	100												

Note: ■ Construction period; ■ Transfer; Sources: LH; FSSIA's compilation

Exhibit 15: Project launches in 2020

No.	Project name	Location	Type	Size (rai)	Units (no.)	Unit price (THB m/unit)	Project value (THB m)	Launch date
1	Indy	Bangna - Ramkhamhaeng 2	TH	36.6	355	3.9	1,400	Mar
2	Mantana	Motorway - New Krungthep Kritha	SH	47.6	177	11.0	1,950	Mar
3	Siwalee3	Ayutthaya	SH	17.6	70	6.4	450	Mar
4	Siwalee	Srinakarin - Romkloa	SH	70.0	260	7.7	2,000	May
5	Siwalee	Ratsada - Phuket	SH	83.7	204	13.4	2,740	Jun
6	Siwalee	Petchkasem 69	SH	35.7	82	11.6	950	Jun
7	Nantawan	Rama 9 - Srinakarin	SH	45.2	88	46.0	4,050	Jun
8	Chaiyapruk	Westgate	SH	30.8	129	6.2	800	Jul
9	Indy	Srinakarin - Praeksa	TH	28.1	286	3.5	1,000	Jul
10	Mantana	Sansai - Chiangmai	SH	40.9	122	10.5	1,280	Aug
11	Anyra	Bangna - Ramkhamhaeng 2	Semi	69.6	388	6.6	2,550	Aug
12	Anyra	Westgate	Semi	31.6	164	5.5	900	Sep
13	Anyra	Petchkasem sai 4	Semi	45.4	260	5.0	1,300	Sep
14	Mantana	Petchkasem sai 4	SH	57.5	228	7.5	1,700	4Q20
15	Mantana	Bangna - Wongwaen	SH	96.0	262	15.1	3,950	4Q20
16*	Villaggio	Srinakarin	SH	24.8	99	7.3	720	4Q20
	Villaggio	Srinakarin	TH	21.5	204	3.4	700	
TOTAL				782.4	3,378	8.4	28,440	

Note: \* Villaggio consists of 2 products: SH and TH; Sources: LH; FSSIA's compilation

### Exhibit 16: Details of active projects (low-rise and high-rise)

Type	Brand	No. of projects	Size	Units	Available for sales	Unit price	Remaining value
		(no.)	(rai)	(no.)	(%)	(THB m/unit)	(THB m)
SH	Inizio	3	143.7	707	32	4.0	897
	Villaggio	10	629.8	3,352	38	4.3	5,492
	Anya	3	146.6	812	83	5.7	3,894
	Pruklada	1	98.1	452	1	4.7	28
	Chaiyapruk	4	280.7	1,073	41	6.6	2,891
	Chollada	1	109.0	327	6	12.0	216
	Mantana	11	932.5	2,809	22	12.6	7,860
	Siwalee	11	777.5	2,718	42	7.5	8,525
	Nantawan	5	279.0	560	55	26.4	8,068
	Vive	3	62.9	131	44	38.6	2,202
	Ladawan	2	297.8	339	17	58.0	3,420
	88 Land & House	3	120.9	345	29	8.0	796
	Land & House Park	1	196.8	579	1	2.7	22
TH	Indy	7	206.6	2,074	38	3.3	2,627
	Villaggio	4	125.4	1,298	36	2.6	1,219
Condo	Ease	1	4.4	329	39	2.6	333
	North	5	16.3	345	17	2.5	142
	The Key	1	3.8	639	66	3.4	1,442
	The Room	4	10.3	1,255	39	11.4	5,614
	The Bangkok	2	6.4	624	28	24.0	4,200
	<b>TOTAL</b>	<b>82</b>	<b>4,448.5</b>	<b>20,768</b>	<b>36</b>	<b>8.0</b>	<b>59,888</b>

Sources: LH; FSSIA's compilation

### Exhibit 17: Key valuations of companies under coverage

BBG		Rec	---Share price---		Up(down)	Market	EPS growth		--- PE ---		-- DivYld --		--- ROE ---		--- PBV ---	
			Current	Target	side	Cap	21E	22E	21E	22E	21E	22E	21E	22E	21E	22E
			(THB)	(THB)	(%)	(USD m)	(%)	(%)	(x)	(x)	(%)	(%)	(%)	(%)	(x)	(x)
AP (Thailand)	AP TB	BUY	7.70	9.50	23	803	(1.1)	9.6	6.1	5.6	5.8	6.3	13.1	13.2	0.8	0.7
Land and Houses	LH TB	BUY	8.20	9.60	17	3,250	17.4	12.2	13.2	11.8	6.3	7.1	13.4	14.5	1.7	1.7
LPN Development	LPN TB	HOLD	4.94	4.70	(5)	238	2.0	4.9	9.5	9.1	5.3	5.5	6.4	6.5	0.6	0.6
Pruksa Holding	PSH TB	HOLD	12.70	12.90	2	922	11.8	11.7	8.1	7.3	7.4	8.2	7.6	8.2	0.6	0.6
Quality Houses	QH TB	HOLD	2.36	2.50	6	839	12.4	11.1	11.4	10.2	6.6	7.3	8.0	8.7	0.9	0.9
Supalai	SPALI TB	BUY	18.80	21.00	12	1,215	21.5	9.8	8.1	7.4	5.9	6.1	12.4	12.7	1.0	0.9
<b>Coverage</b>						<b>7,266</b>	<b>12.6</b>	<b>10.8</b>	<b>9.8</b>	<b>8.8</b>	<b>6.3</b>	<b>6.9</b>	<b>10.8</b>	<b>11.5</b>	<b>1.0</b>	<b>1.0</b>

Share prices as of 4 December 2020

Source: FSSIA estimates

## Financial Statements

### Land and Houses

Profit and Loss (THB m) Year Ending Dec	2018	2019	2020E	2021E	2022E
Revenue	33,982	29,762	29,611	32,605	36,073
Cost of goods sold	(21,450)	(19,428)	(20,093)	(21,754)	(23,814)
<b>Gross profit</b>	<b>12,532</b>	<b>10,333</b>	<b>9,518</b>	<b>10,851</b>	<b>12,259</b>
Other operating income	0	0	0	0	0
Operating costs	(4,943)	(4,071)	(4,086)	(4,419)	(4,845)
<b>Operating EBITDA</b>	<b>7,589</b>	<b>6,262</b>	<b>5,433</b>	<b>6,432</b>	<b>7,414</b>
Depreciation	(616)	(739)	(728)	(850)	(1,026)
Goodwill amortisation	0	0	0	0	0
<b>Operating EBIT</b>	<b>6,973</b>	<b>5,523</b>	<b>4,705</b>	<b>5,582</b>	<b>6,388</b>
Net financing costs	(657)	(760)	(852)	(1,008)	(1,082)
Associates	3,404	3,383	2,710	3,145	3,395
Recurring non operating income	4,175	4,246	3,505	4,072	4,430
Non recurring items	1,454	2,273	0	0	0
<b>Profit before tax</b>	<b>11,945</b>	<b>11,283</b>	<b>7,358</b>	<b>8,646</b>	<b>9,736</b>
Tax	(1,440)	(1,235)	(1,020)	(1,208)	(1,392)
<b>Profit after tax</b>	<b>10,504</b>	<b>10,048</b>	<b>6,338</b>	<b>7,439</b>	<b>8,344</b>
Minority interests	(29)	(23)	(23)	(25)	(28)
Preferred dividends	0	0	0	0	0
Other items	0	0	0	0	0
<b>Reported net profit</b>	<b>10,475</b>	<b>10,025</b>	<b>6,315</b>	<b>7,414</b>	<b>8,316</b>
<b>Non recurring items &amp; goodwill (net)</b>	<b>(1,454)</b>	<b>(2,273)</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>Recurring net profit</b>	<b>9,022</b>	<b>7,751</b>	<b>6,315</b>	<b>7,414</b>	<b>8,316</b>
<b>Per share (THB)</b>					
Recurring EPS *	0.75	0.65	0.53	0.62	0.70
Reported EPS	0.88	0.84	0.53	0.62	0.70
DPS	0.75	0.70	0.44	0.52	0.58
Diluted shares (used to calculate per share data)	11,950	11,950	11,950	11,950	11,950
<b>Growth</b>					
Revenue (%)	(2.7)	(12.4)	(0.5)	10.1	10.6
Operating EBITDA (%)	0.7	(17.5)	(13.3)	18.4	15.3
Operating EBIT (%)	(0.3)	(20.8)	(14.8)	18.6	14.4
Recurring EPS (%)	13.7	(14.1)	(18.5)	17.4	12.2
Reported EPS (%)	0.1	(4.3)	(37.0)	17.4	12.2
<b>Operating performance</b>					
Gross margin inc depreciation (%)	35.1	32.2	29.7	30.7	31.1
Gross margin of key business (%)	36.4	32.4	31.2	31.5	32.0
Operating EBITDA margin (%)	22.3	21.0	18.3	19.7	20.6
Operating EBIT margin (%)	20.5	18.6	15.9	17.1	17.7
Net margin (%)	26.5	26.0	21.3	22.7	23.1
Effective tax rate (%)	20.3	22.0	22.0	22.0	22.0
Dividend payout on recurring profit (%)	99.3	107.9	83.4	83.4	83.4
Interest cover (X)	17.0	12.9	9.6	9.6	10.0
Inventory days	820.5	954.5	1,052.6	1,078.3	1,051.4
Debtor days	2.1	2.8	2.8	2.6	2.6
Creditor days	60.4	70.5	70.3	68.7	68.6
Operating ROIC (%)	12.9	9.3	6.8	7.3	7.9
ROIC (%)	9.2	7.7	6.1	6.7	7.1
ROE (%)	18.0	15.1	11.8	13.4	14.5
ROA (%)	8.7	7.5	6.0	6.7	7.0

\* Pre-exceptional, pre-goodwill and fully diluted

Revenue By Division (THB m)	2018	2019	2020E	2021E	2022E
Sales of real estate	30,514	25,151	26,845	28,455	31,301
Hotel operation income	2,544	2,970	1,782	2,673	3,074
Rental income	925	1,640	984	1,476	1,697

Sources: Land and Houses; FSSIA estimates

## Financial Statements

### Land and Houses

Cash Flow (THB m) Year Ending Dec	2018	2019	2020E	2021E	2022E
Recurring net profit	9,022	7,751	6,315	7,414	8,316
Depreciation	616	739	728	850	1,026
Associates & minorities	(2)	(72)	0	0	0
Other non-cash items	(2,869)	(2,792)	(2,757)	(2,858)	(3,043)
Change in working capital	241	(6,531)	(8,937)	(3,162)	(4,673)
<b>Cash flow from operations</b>	<b>7,008</b>	<b>(905)</b>	<b>(4,651)</b>	<b>2,243</b>	<b>1,626</b>
Capex - maintenance	(910)	(564)	(500)	(500)	(500)
Capex - new investment	0	0	0	0	0
Net acquisitions & disposals	856	3,987	(235)	(2,200)	(2,497)
Other investments (net)	2,894	2,715	2,784	2,930	3,131
<b>Cash flow from investing</b>	<b>2,841</b>	<b>6,139</b>	<b>2,049</b>	<b>229</b>	<b>134</b>
Dividends paid	(8,962)	(8,365)	(5,269)	(6,186)	(6,939)
Equity finance	(27)	695	695	695	695
Debt finance	1,690	(773)	5,347	3,185	4,614
Other financing cash flows	0	0	0	0	0
<b>Cash flow from Financing</b>	<b>(7,299)</b>	<b>(8,442)</b>	<b>773</b>	<b>(2,307)</b>	<b>(1,630)</b>
Non-recurring cash flows	-	-	-	-	-
Other adjustments	0	0	0	0	0
<b>Net other adjustments</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>Movement in cash</b>	<b>2,549</b>	<b>(3,208)</b>	<b>(1,829)</b>	<b>166</b>	<b>130</b>
Free cash flow to firm (FCFF)	10,579.03	6,069.38	(1,674.26)	3,556.12	2,918.16
Free cash flow to equity (FCFE)	11,538.33	4,461.33	2,745.00	5,657.07	6,373.99
<b>Per share (THB)</b>					
FCFF per share	0.89	0.51	(0.14)	0.30	0.24
FCFE per share	0.97	0.37	0.23	0.47	0.53
Recurring cash flow per share	0.57	0.47	0.36	0.45	0.53
Balance Sheet (THB m) Year Ending Dec	2018	2019	2020E	2021E	2022E
Tangible fixed asset (gross)	1,353	1,353	1,853	2,353	2,853
Less: Accumulated depreciation	(490)	(666)	(1,394)	(2,243)	(3,269)
<b>Tangible fixed assets (Net)</b>	<b>863</b>	<b>688</b>	<b>460</b>	<b>110</b>	<b>(416)</b>
<b>Intangible fixed assets (Net)</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
Long-term financial assets	0	0	0	0	0
Invest. In associates & subsidiaries	29,280	30,442	30,772	31,101	31,430
Cash & equivalents	7,832	4,624	2,795	2,961	3,091
A/C receivable	229	224	223	245	271
Inventories	48,243	53,374	62,517	66,014	71,182
Other current assets	1,420	2,288	2,277	2,505	2,770
<b>Current assets</b>	<b>57,724</b>	<b>60,510</b>	<b>67,812</b>	<b>71,726</b>	<b>77,315</b>
Other assets	23,613	21,499	21,390	23,553	26,058
<b>Total assets</b>	<b>111,481</b>	<b>113,139</b>	<b>120,433</b>	<b>126,490</b>	<b>134,388</b>
Common equity	49,983	52,463	54,204	56,127	58,199
Minorities etc.	769	720	742	767	795
<b>Total Shareholders' equity</b>	<b>50,752</b>	<b>53,183</b>	<b>54,946</b>	<b>56,894</b>	<b>58,994</b>
Long term debt	35,781	34,218	33,656	35,596	38,407
Other long-term liabilities	2,317	2,899	2,885	3,176	3,514
<b>Long-term liabilities</b>	<b>38,099</b>	<b>37,118</b>	<b>36,541</b>	<b>38,773</b>	<b>41,921</b>
A/C payable	3,701	3,806	3,929	4,266	4,688
Short term debt	14,887	15,677	21,587	22,831	24,634
Other current liabilities	4,042	3,355	3,430	3,726	4,151
<b>Current liabilities</b>	<b>22,631</b>	<b>22,838</b>	<b>28,946</b>	<b>30,823</b>	<b>33,472</b>
<b>Total liabilities and shareholders' equity</b>	<b>111,481</b>	<b>113,139</b>	<b>120,433</b>	<b>126,490</b>	<b>134,388</b>
Net working capital	42,148	48,725	57,657	60,773	65,385
Invested capital	95,905	101,354	110,279	115,537	122,458
* Includes convertibles and preferred stock which is being treated as debt					
<b>Per share (THB)</b>					
Book value per share	4.18	4.39	4.54	4.70	4.87
Tangible book value per share	4.18	4.39	4.54	4.70	4.87
<b>Financial strength</b>					
Net debt/Equity (%)	84.4	85.1	95.5	97.5	101.6
Net debt/total assets (%)	38.4	40.0	43.5	43.9	44.6
Current ratio (x)	2.6	2.6	2.3	2.3	2.3
CF interest cover (x)	18.6	6.9	4.2	6.6	6.9
Valuation	2018	2019	2020E	2021E	2022E
<b>Recurring P/E (x) *</b>	<b>10.9</b>	<b>12.6</b>	<b>15.5</b>	<b>13.2</b>	<b>11.8</b>
<b>Recurring P/E @ target price (x) *</b>	<b>12.7</b>	<b>14.8</b>	<b>18.2</b>	<b>15.5</b>	<b>13.8</b>
Reported P/E (x)	9.4	9.8	15.5	13.2	11.8
Dividend yield (%)	9.1	8.5	5.4	6.3	7.1
Price/book (x)	2.0	1.9	1.8	1.7	1.7
Price/tangible book (x)	2.0	1.9	1.8	1.7	1.7
EV/EBITDA (x) **	18.7	23.0	27.8	24.0	21.4
EV/EBITDA @ target price (x) **	20.9	25.7	30.9	26.6	23.7
EV/invested capital (x)	1.5	1.4	1.4	1.3	1.3
* Pre-exceptional & pre-goodwill are fully diluted    ** EBITDA includes associate income and recurring non operating income					

Sources: Land and Houses; FSSIA estimates

## Corporate Governance report of Thai listed companies 2019

EXCELLENT LEVEL										
AAV	ADVANC	AIRA	AKP	AKR	AMA	AMATA	AMATAV	ANAN	AOT	AP
ARROW	BAFS	BANPU	BAY	BCP	BCPG	BOL	BRR	BTS	BTW	BWG
CFRESH	CHEWA	CHO	CK	CKP	CM	CNT	COL	COMAN	CPALL	CPF
CPI	CPN	CSS	DELTA	DEMCO	DRT	DTAC	DTC	EA	EASTW	ECF
EGCO	GBX	GC	GCAP	GEL	GGC	GGC	GOLD	GPSC	GRAMMY	GUNKUL
HANA	HARN	HMPRO	ICC	ICHI	III	ILINK	INTUCH	IRPC	IVL	JKN
JSP	K	KBANK	KCE	KKP	KSL	KTB	KTC	KTIS	LH	LHFG
LIT	LPN	MAKRO	MALEE	MBK	MBKET	MC	MCOT	MFEC	MINT	MONO*
MTC	NCH	NCL	NKI	NSI	NVD	NYT	OISHI	OTO	PAP	PCSGH
PDJ	PG	PHOL	PJW	PLANB	PLANET	PORT	PPS	PR9	PREB	PRG
PRM	PSH	PSL	PTG	PTT	PTTEP	PTTGC	PYLON	Q-CON	QH	QTC
RATCH	ROBINS**	RS	S	S & J	SABINA	SAMART	SAMTEL	SAT	SC	SCB
SCC	SCCC	SCN	SDC	SEAFCO	SEAOL	SE-ED	SELIC	SENA	SIS	SITHAI
SNC	SORKON	SPALI	SPI	SPRC	SSSC	STA	STEC	SVI	SYNTEC	TASCO
TCAP	THAI	THANA	THANI	THCOM	THIP	THREL	TIP	TISCO	TK	TKT
TMB	TMILL	TNDT	TOA	TOP	TRC	TRU	TRUE	TSC	TSR	TSTH
TTA	TTCL	TTW	TU	TVD	TVO	U	UAC	UV	VGI	VIH
WACOAL	WAVE	WHA	WHAUP	WICE	WINNER					
VERY GOOD LEVEL										
2S	ABM	ADB	AF	AGE	AH	AHC	AIT	ALLA	ALT	AMANAH
AMARIN	APCO	APCS	AQUA	ARIP	ASAP	ASIA	ASIAN	ASIMAR	ASK	ASN
ASP	ATP30	AUCT	AYUD	B	BA	BBL	BDMS	BEC	BEM	BFIT
BGC	BGRIM	BIZ	BJC	BJCHI	BLA	BPP	BROOK	CBG	CEN	CENTEL
CGH	CHG	CHOTI	CHOW	CI	CIMBT	CNS	COLOR	COM7	COTTO	CRD
CSC	CSP	DCC	DCON	DDD	DOD	EASON	ECL	EE	EPG	ERW
ESTAR	ETE	FLOYD	FN	FNS	FORTH	FPI	FPT	FSMART	FSS	FVC
GENCO	GJS	GL	GLOBAL	GLOW**	GULF	HPT	HTC	HYDRO	ICN	IFS
INET	INSURE	IRC	IRCP	IT	ITD***	ITEL	J	JAS*	JCK	JCKH
JMART	JMT	JWD	KBS	KCAR	KGI	KIAT	KOOL	KWC	KWM	L&E
LALIN	LANNA	LDC	LHK	LOXLEY	LRH	LST	M	MACO	MAJOR	MBAX
MEGA	METCO	MFC	MK	MODERN	MOONG	MPG	MSC	MTI	NEP	NETBAY
NEX	NINE	NOBLE	NOK	NTV	NWR	OCC	OGC	ORI	OSP	PATO
PB	PDG	PDI	PL	PLAT	PM	PPP	PRECHA	PRIN	PRINC	PSTC
PT	QLT	RCL	RICHY	RML	RWI	S11	SAAM	SALEE	SAMCO	SANKO
SAPPE	SAWAD	SCG	SCI	SCP	SE	SFP	SIAM	SINGER	SIRI	SKE
SKR	SKY	SMIT	SMK	SMPG	SMT	SNP	SONIC	SPA	SPC	SPCG
SPVI	SR	SRICHA	SSC	SSF	SST	STANLY	STPI	SUC	SUN	SUSCO
SUTHA	SWC	SYMC	SYNEX	T	TACC	TAE	TAKUNI	TBSP	TCC	TCMC
TEAM	TEAMG	TFG	TFMAMA	THG	THRE	TIPCO	TITLE	TIW	TKN	TKS
TM	TMC	TMD	TMI	TMT	TNITY	TNL	TNP	TNR	TOG	TPA
TPAC	TPBI	TPCORP	TPOLY	TRITN	TRT	TSE	TSTE	TVI	TVT	TWP
TWPC	UBIS	UEC	UMI	UOBKH	UP	UPF	UPOIC	UT	UWC	VNT
WIUK	XO	YUASA	ZEN	ZMICO						
GOOD LEVEL										
A	ABICO	ACAP***	AEC	AEONTS	AJ	ALUCON	AMC	APURE	AS	ASEFA
AU	B52	BCH	BEAUTY	BGT	BH	BIG	BLAND	BM	BR	BROCK
BSBM	BSM	BTNC	CCET	CCP	CGD	CHARAN	CHAYO	CITY	CMAN	CMC
CMO	CMR	CPL	CPT	CSR	CTW	CWT	D	DIMET	EKH	EMC
EPCO	ESSO	FE	FTE	GIFT	GLAND	GLOCON	GPI	GREEN	GTB	GYT
HTECH	HUMAN	IHL	INGRS	INOX	JTS	JUBILE	KASET	KCM	KKC	KWG
KYE	LEE	LPH	MATCH	MATI	M-CHAI	MCS	MDX	META	MGT	MJD
MM	MVP	NC	NDR	NER	NNCL	NPK	NUSA	OCEAN	PAF	PF
PICO	PIMO	PK	PLE	PMTA	POST	PPM	PROUD	PTL	RCI	RJH
ROJNA	RPC	RPH	SF	SGF	SGP	SKN	SLP	SMART	SOLAR	SPG
SQ	SSP	STI	SUPER	SVOA	TCCC	THE	THMUI	TIC	TIGER	TNH
TOPP	TPCH	TPIPP	TPLAS	TQM	TTI	TYCN	UTP	VCOM	VIBHA	VPO
WIN	WORK	WP	WPH	ZIGA						
Score Range		Number of Logo					Description			
90-100							Excellent			
80-89							Very Good			
70-79							Good			
60-69							Satisfactory			
50-59							Pass			
Less than 50		No logo given					-			

## Disclaimer:

The disclosure of the survey results of the Thai Institute of Directors Association ("IOD") regarding corporate governance is made pursuant to the policy of the Office of the Securities and Exchange Commission. The survey of the IOD is based on the information of a company listed on the Stock Exchange of Thailand and the Market for Alternative Investment disclosed to the public and able to be accessed by a general public investor. The result, therefore, is from the perspective of a third party. It is not an evaluation of operation and is not based on inside information.

The survey result is as of the date appearing in the Corporate Governance Report of Thai Listed Companies. As a result, the survey results may be changed after that date. FSS International Investment Advisory Company Limited does not confirm nor certify the accuracy of such survey results.

\* CGR scoring should be considered with news regarding wrong doing of the company or director or executive of the company such unfair practice on securities trading, fraud, and corruption SEC imposed a civil sanction against insider trading of director and executive; \*\* delisted

Source: Thai Institute of Directors Association (IOD); FSSIA's compilation

## Anti-corruption Progress Indicator

CERTIFIED										
ADVANC	AIE	AKP	AMANAH	AP	APCS	AQUA	ARROW	ASK	ASP	AYUD
BAFS	BANPU	BAY	BBL	BCH	BCP	BCPG	BGRIM	BJCHI	BKI	BLA
BROOK	BRR	BSBM	BTS	BWG	CEN	CENTEL	CFRESH	CGH	CHEWA	CIG
CIMBT	CM	COM7	CPALL	CPF	CPI	CPN	CSC	DCC	DEMCO	DIMET
DRT	DTAC	DTC	EASTW	ECL	EGCO	FE	FNS	FSS	GBX	GC
GCAP	GEL	GFPT	GGC	GJS	GOLD	GPSC	GSTEEL	GUNKUL	HANA	HARN
HMPRO	HTC	ICC	IFS	INET	INSURE	INTUCH	IRPC	IVL	K	KASET
KBANK	KBS	KCAR	KCE	KGI	KKP	KSL	KTB	KTC	KWC	L&E
LANNA	LHK	LPN	LRH	M	MAKRO	MALEE	MBAX	MBK	MBKET	MC
MCOT	MFC	MINT	MONO	MOONG	MSC	MTI	NBC	NINE	NKI	NMG
NNCL	NSI	OCC	OCEAN	OGC	PAP	PATO	PB	PCSGH	PDG	PDI
PDJ	PE	PG	PHOL	PL	PLANB	PLANET	PLAT	PM	PPP	PPS
PREB	PRG	PRINC	PSH	PSTC	PT	PTG	PTT	PTTEP	PTTGC	PYLON
Q-CON	QH	QLT	QTC	RATCH	RML	S & J	SABINA	SAT	SC	SCB
SCC	SCCC	SCG	SCN	SE-ED	SELIC	SENA	SGP	SIRI	SIS	SITHAI
SMIT	SMK	SMPC	SNC	SNP	SORKON	SPACK	SPC	SPI	SPRC	SRICHA
SSF	SSI	SSSC	SST	STA	SUSCO	SVI	SYNTEC	TASCO	TCAP	TFG
TFI	TFMAMA	THANI	THCOM	THIP	THRE	THREL	TIP	TIPCO	TISCO	TKT
TMB	TMD	TMILL	TMT	TNITY	TNL	TNP	TNR	TOG	TOP	TPA
TPCORP	TRU	TRUE	TSC	TSTH	TTCL	TU	TVD	TVI	TWPC	U
UBIS	UEC	UKEM	UOBKH	VGI	VIH	VNT	WACOAL	WHA	WICE	WIIK
DECLARED										
2S	ABICO	AF	AI	AIRA	ALT	AMA	AMARIN	AMATA	ANAN	B
BM	BPP	BUI	CHG	CHO	CHOTI	CHOW	CI	CMC	COL	DDD
DELTA	EFORL	EPCO	ESTAR	ETE	FPI	FTE	ICHI	INOX	IRC	ITEL
JAS	JSP	JTS	KWG	LDC	LIT	META	MFEC	MPG	NEP	NOK
NWR	ORI	PRM	PSL	ROJNA	RWI	SAAM	SAPPE	SCI	SEOIL	SHANG
SKR	SPALI	STANLY	SYNEX	TAE	TAKUNI	TMC	TOPP	TPP	TRITN	TVO
UV	UWC	WHAUP	XO	YUASA	ZEN					

Level	
Certified	This level indicates practical participation with thoroughly examination in relation to the recommended procedures from the audit committee or the SEC's certified auditor, being a certified member of Thailand's Private Sector Collective Action Coalition Against Corruption programme (Thai CAC) or already passed examination to ensure independence from external parties.
Declared	This level indicates determination to participate in the Thailand's Private Sector Collective Action Coalition Against Corruption programme (Thai CAC)

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Note: Companies participating in Thailand's Private Sector Collective Action Coalition Against Corruption programme (Thai CAC) under Thai Institute of Directors (as of June 24, 2019) are categorised into: 1) companies that have declared their intention to join CAC, and; 2) companies certified by CAC.

Source: The Securities and Exchange Commission, Thailand; \* FSSIA's compilation

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#### Karun Intrachai FSS International Investment Advisory Securities Co., Ltd

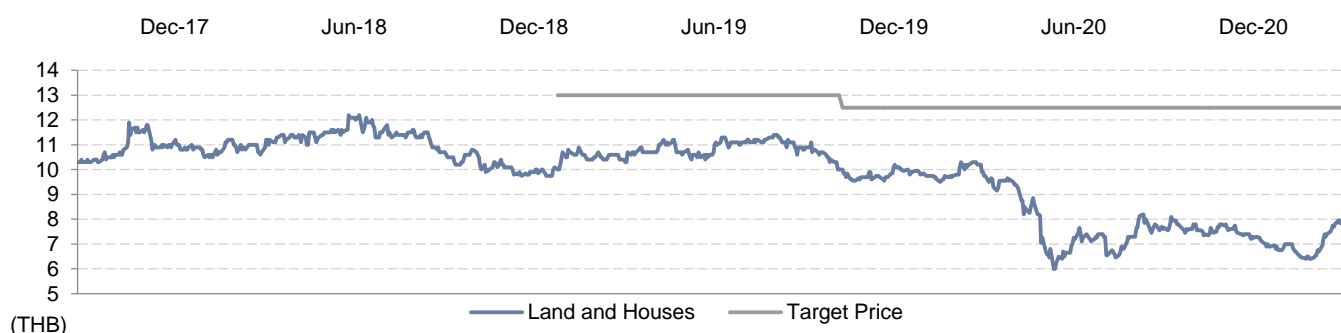
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#### History of change in investment rating and/or target price

#### Land and Houses (LH TB)



Date	Rating	Target price	Date	Rating	Target price	Date	Rating	Target price
21-Jan-2019	BUY	13.00	23-Sep-2019	BUY	12.50	-	-	-

Karun Intrachai Started covering this stock from 08-Dec-2020

Price and TP are in local currency

Source: FSSIA estimates

Company	Ticker	Price	Rating	Valuation & Risks
Land and Houses	LH TB	THB 8.20	BUY	Key risks to our SoTP-based TP are slower responses to new launches and new project postponements. Key risks on the macro front include 1) a slower market expansion than we assume; 2) intensifying competition, which could undermine profitability; and 3) rising cost pressure.

Source: FSSIA estimates

#### Additional Disclosures

Target price history, stock price charts, valuation and risk details, and equity rating histories applicable to each company rated in this report is available in our most recently published reports. You can contact the analyst named on the front of this note or your representative at Finansia Syrus Securities Public Company Limited

FSSIA may incorporate the recommendations and target prices of companies currently covered by FSS Research into equity research reports, denoted by an 'FSS' before the recommendation. FSS Research is part of Finansia Syrus Securities Public Company Limited, which is the parent company of FSSIA.

All share prices are as at market close on 04-Dec-2020 unless otherwise stated.

## RECOMMENDATION STRUCTURE

### Stock ratings

Stock ratings are based on absolute upside or downside, which we define as  $(\text{target price}^* - \text{current price}) / \text{current price}$ .

**BUY (B).** The upside is 10% or more.

**HOLD (H).** The upside or downside is less than 10%.

**REDUCE (R).** The downside is 10% or more.

Unless otherwise specified, these recommendations are set with a 12-month horizon. Thus, it is possible that future price volatility may cause a temporary mismatch between upside/downside for a stock based on market price and the formal recommendation.

\* In most cases, the target price will equal the analyst's assessment of the current fair value of the stock. However, if the analyst doesn't think the market will reassess the stock over the specified time horizon due to a lack of events or catalysts, then the target price may differ from fair value. In most cases, therefore, our recommendation is an assessment of the mismatch between current market price and our assessment of current fair value.

### Industry Recommendations

**Overweight.** The analyst expects the fundamental conditions of the sector to be positive over the next 12 months.

**Neutral.** The analyst expects the fundamental conditions of the sector to be maintained over the next 12 months.

**Underweight.** The analyst expects the fundamental conditions of the sector to be negative over the next 12 months.

### Country (Strategy) Recommendations

**Overweight (O).** Over the next 12 months, the analyst expects the market to score positively on two or more of the criteria used to determine market recommendations: index returns relative to the regional benchmark, index sharpe ratio relative to the regional benchmark and index returns relative to the market cost of equity.

**Neutral (N).** Over the next 12 months, the analyst expects the market to score positively on one of the criteria used to determine market recommendations: index returns relative to the regional benchmark, index sharpe ratio relative to the regional benchmark and index returns relative to the market cost of equity.

**Underweight (U).** Over the next 12 months, the analyst does not expect the market to score positively on any of the criteria used to determine market recommendations: index returns relative to the regional benchmark, index sharpe ratio relative to the regional benchmark and index returns relative to the market cost of equity.